6. Other Relevant Data

6.1 Proposed Site for Ho Chi Minh Center

Although the request of assistance for the Project under the Japanese government's Grant Aid Scheme submitted by the Vietnamese government included those for setting up a center in Ho Chi Minh city, the land for it has not been fully secured by FTU at the time of the Study Team's visit to the country, which consequently precluded substantial discussion about this center. In fact this matter had been discussed previously between the Vietnamese side and the Preliminary Survey Mission for the Project dispatched by JICA in January, 1999. It had been mutually agreed that the site be found as closely as possible to the center of the city for an easy access of the trainees riding on bikes, their most common commuting mode.

The Study Team was supposed in its mission to carry out a reconnaissance over the site in the process of being procured by the Vietnamese side to see if it was suitable for the center from the view point of access (distance from downtown), natural setting, and utilities and make a recommendation on the site. As a result of the site reconnaissance conducted from August 6 to August 8, the Study Team believes that the site in Binh Thanh district is very suitable to set up the Ho Chi Minh Center.

The site is located in Binh Thanh district which is adjacent to the north-east side of No. 1 district, downtown of Ho Chi Minh city. It is close to the intersection of trunk roads, Dien Bien Phu and Xo Viet Nghe Tinh, and is in about 15 minutes driving range or at about 4 km distance from the center of No. 1 district, very conveniently located.

The site is located at about 150 m inward along an alley branching from D2 street connecting Dien Bien Phu and Xo Viet Nghe Tinh (see the attached map on figure A6.1). Land is flat having about 4,400 m^2 area and currently covered with grass and brushes (see the attached plan on Figure A6.2). Surrounds are residential area. The alley is being renovated under the name of D5 by the Road Department of Binh Thanh district which is expected to be completed by the end of the year. A sewer is going to be laid along this road, into which storm and waste water from the site can be discharged. City water pipes have been extended to the surrounding houses, therefore there will be no problem to get domestic water to the buildings constructed in this place. Electric power can be obtained from 10 kV distribution line running along D2 street, either newly tapping off the distribution line or from the pole transformer existing at the entrance of the alley (D2).

Geology of the place is constituted of alluvial soils sedimented by Saigon River, of which river delta the entire Ho Chi Minh city is resting on. Top soil is soft clay, possibly extending to a considerable depth. Therefore, any significant building having multiple storeys or heavy structures must be carried by foundation piles.

Situation of the proposed site being the above, the site is thought to be suitable to set up the Ho Chi Minh Center, pending settlement of the land lease right certificate and succeeding land lease contract with concerned office of Ho Chi Minh City's People's Committee.

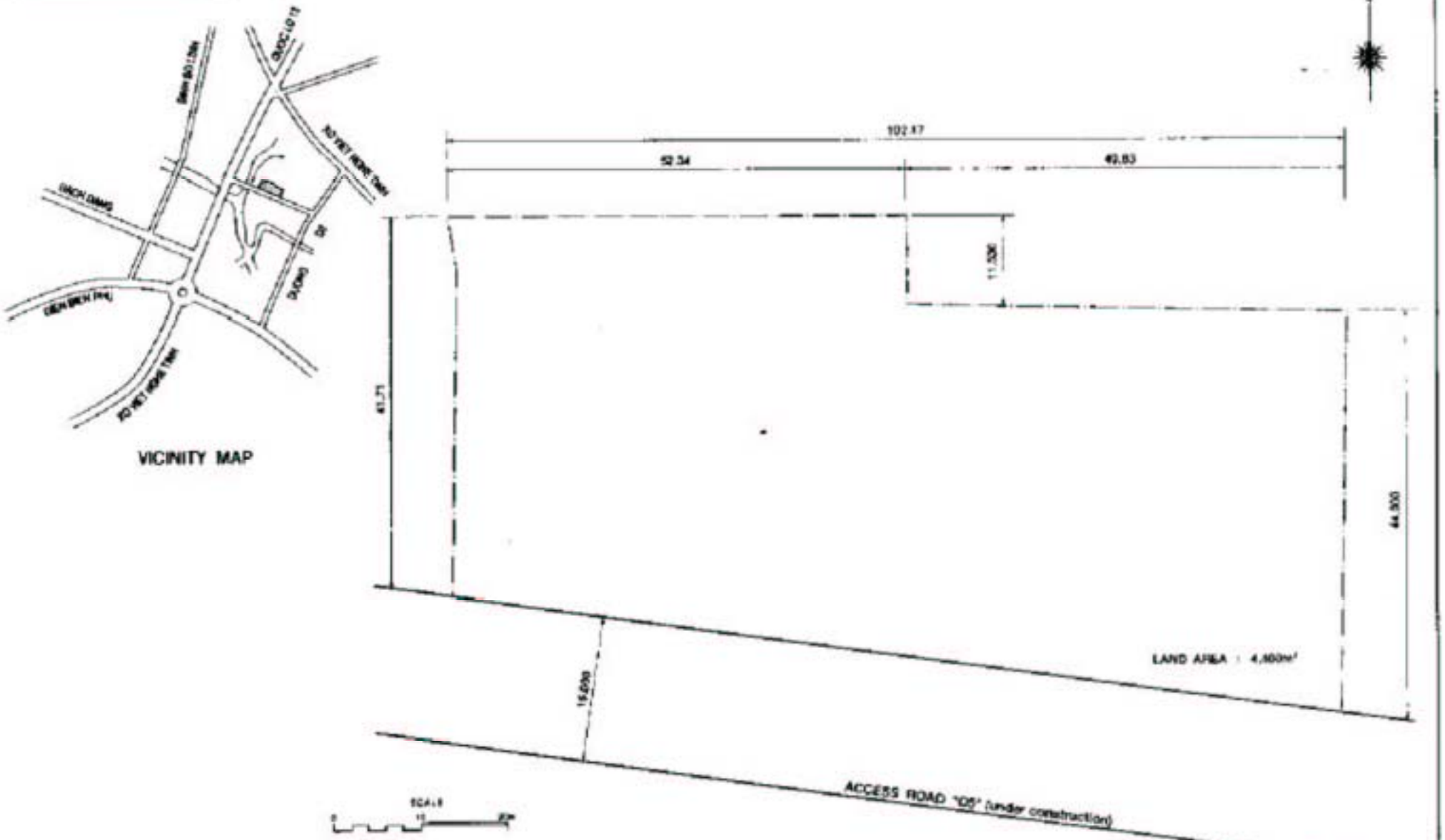


Figure A6.1 SITE PLAN OF HO CHI MINH CENTER

Figure A6.2 LOCATION MAP OF HO CHI MINH CENTER SITE

6.2 Geotechnical Investigation Data

Attached hereafter are copies of the geotechnical investigation report at the proposed site for the Hanoi Center, which was carried out by a Vietnamese investigation company under a subcontract with the Study Team. Major parts only have been reproduced here.

SOCIALIST REPUBLIC OF VIET NAM

PLCG 1

ELECTRICITY OF VIET NAM

POWER ENGINEERING CONSULTING COMPANY 1

REPORTS OF GEOTECHNICAL INVERSTIGATION

ON THE PROJECT FOR CONSTRUCTION OF VIETNAM-JAPAN HUMAN RESOURCES COOPERATION CENTER

LOCATION : **FOREIGN TRADE UNIVERSITY**
CONTRACTOR : **GEOPHYSICAL DIVISION**

CHIEF OF GEOPHYSICAL DIVISION : TA VAN VUONG

MAKER : TA VAN VE

Ha noi , September , 1st , 1999

FOR AND ON BEHALF OF
POWER ENGINEERING CONSUTALT COMPANY N°.1
DEPUTY DIRECTOR

CÔNG TY TƯ VẤN XÂY DỰNG ĐIỆN 1 TỔNG CÔNG TY ĐIỆN LỰC VIỆT NAM

DOAN KIM THUYEN

I. INTRODUCTION

According to the Contract signed on 13 August 1999 between the JICA Study Team and PECC-I, the Geophysical Team has carried out topographic survey and geotechnical drilling at the site intended for construction of the Vietnam - Japan Human Resources Cooperation Center with the following work amount:

1. Topographic survey at 1: 200 scale: 2 ha

   The equipment used for topographical survey was SET-2B:25761.

   The elevation was measured by linking with the Order I national station No 10405 with elevation of 5.148 m and the coordinates X = 23225675,363 , Y = 18583943,548.

   Projection sector of 105° was used for projection.

2. Geotechnical drilling

   For drilling, Chinese made XJ-100 drilling rig was used. The drilling work comprised:

   - Drilling of 2 boreholes, each 30.45 m, totally 60.90 m.
   - Standard Penetration Tests (SPT): with interval 2 m, totally 30 tests
   - Collection of undisturbed soil samples: In each borehole, undisturbed soil samples were collected from the depth of 5.0 m and 10.0 m, totally 4 samples.

3 Laboratory tests: Laboratory tests comprised the following:

Particle size distribution, natural water content, bulk density, dry density, specific gravity, plastic limit, liquid limit, unconfined compression tests were carried out (3 unconfined compression tests for each soil sample).

Most of laboratory tests were carried out according to ASTM. Except particles size distribution and Atterberg limit tests, which were carried out according to Vietnamese standards.

Unconfined compression test:	ASTM D 2166-91
Particle size distribution:	TCVN 5747-1993
Atterberg limit:	TCVN 5747-1993

The field work was carried out from 14 August 1999 through 22 August 1999. Data processing and report preparation was carried out from 23 August 1999 to 1 September 1999.

The work was carried out under the supervision of Eng. Ta Van Vuong , the Chief of the Geophysical Team.

This report was completed with the assistance of Eng. Pham Viet An, Chief of the laboratory and Eng. Hoang Vu Phong, geologist. The report has met the technical and time requirements set forth by the JICA Study Team.

II. OUTLINES OF THE PROJECT SITE

The site of the Vietnam - Japan Human Resource Cooperation Center Project was determined by the JICA Study Team in the yard of the Hanoi Foreign Trade University, covering an area of 1,300 m^2, on one side of Lang Trung Road, Dong Da district, Hanoi. It is 7 km northwest of the center of Hanoi city.

The site of the building has been leveled, with average elevation of 7.3 m. Within this area, the JICA Study Team pointed out directly in the field the locations for drilling the two boreholes. The distance between the two boreholes is 35.0 m. Then by topographic survey the coordinates and elevation of these locations were determined with the following values:

BH1: X = 184,507 ;Y = 144,398 ; H = 7.23 m

BH2: X = 165,801 ; Y = 114,842 ; H = 7.42 m

The above mentioned topographic and access conditions of the site are much favorable for the construction of the project.

III. SOIL CONDITIONS OF THE SITE

From the results of geotechnical drilling and SPT in two boreholes to the depth of 30.0 m in combination with the result of laboratory tests of undisturbed soil samples, the soils at the site are divided into the following layers:

1. Layer 1 - Filling Soil

This is a made ground layer, composed of brown grey , yellow grey clay of high plasticity (fat Clay), containing construction wastes (broken brick, lime slag, sand, gravel, etc.). This layer is 0.5 - 0.6 m thick and is distributed all over the investigation area.

2. Layer 2 - Fat Clay

Firm to stiff, grey brown, yellow grey, fat Clay. This layer has a thickness of 2.9 m (BH1) to 3.7 m (BH2), in average 3.3 m.

According to the results of SPT in BH1 and BH2, the average N value of this layer is 10.

3. Layer 3 - Organic Clay

This layer is mainly composed of soft to firm brown grey, dark grey, spotted-blue organic Clay, with some lenses of fine grained and sand mixed with some gravel. This layer contains large amount of black color organic matter. In BH1 the organic matter in the soil has not been completely decomposed. At the depth of 8 m during the SPT some pieces of wood were found. In BH2 the organic matter has been completely decomposed.

The thickness of this layer is large. In BH2 it is met at the depth from 3.5 to 24.0 m (21.5 m thick), and in BH1 it is met at the depth of 4.2 m to 16.3 m (12.1 m thick). The average thickness of the layer is 16.8 m.

According to the results of SPT, the average N value of layer 3 is 5.

According to the laboratory tests of undisturbed samples and AST, the soil is clay of low plasticity.

4. Layer 4 - Fat Clay

This layer is composed of firm to stiff ,blue grey fat Clay, with small thickness, varying from 0.5 (BH1) to 2.1 m (BH2) , in average 1.3 m. It is wedging out from BH2 to in the direction towards BH1.

According to the results of SPT , the average N value of layer 4 is 11

5. Layer 5 - Fine Sand

This layer is composed mainly of medium dense , ash grey, dark grey fine Sand mixed with some gravel. The thickness of this layer is in average 4.5 m. In BH2 it is met at the depth from 18.4 m to 25.2 m, 6.8 m thick, whereas in BH1 it is met at the depth of 24.5 to 26.8 m, 2.3 m thick.

According to the results of SPT , the average N value of layer 5 is 25.

From the soil classification based on the results of SPT specified in BS 8004-1986, the soil of layer 5 is medium dense sand.

6. Layer 6 - Medium to coarse Sand with gravel

This layer is composed of dense to very dense, grey , medium to coarse Sand with gravel of grain size 0.1 cm to 1.0 cm, rarely 2 cm. The gravel content increases with depth.

BH1 and BH2 have not fully penetrated this layer. The penetrated thickness is 3.2 m - 4.8 m.

According to the results of SPT , the average N value of layer 6 is 43.

IV. GROUNDWATER MONITORING

Groundwater level was monitored and measured in the boreholes for 24 hour after completing the drilling work. In BH1 and BH2 the groundwater level is 1.8 - 2.0 m below the surface. The groundwater level varies greatly between the rainy and dry seasons in Hanoi.

V. CONCLUSION AND RECOMMENDATIONS

Through the results of geotechnical investigation the ground in the area consists of the following soil layers:

Layer 1: Made ground layer: Brown grey, yellow grey fat Clay containing construction wastes.

Layer 2: Soft to firm ,grey brown, yellow grey, fat Clay.

Layer 3: Soft to firm brown grey, dark grey, spotted-blue organic Clay, with thin lenses of fine sand.

Layer 4: Firm to stiff ,blue grey, fat Clay.

Layer 5: Medium dense ,ash grey, dark grey fine Sand with some small gravel.

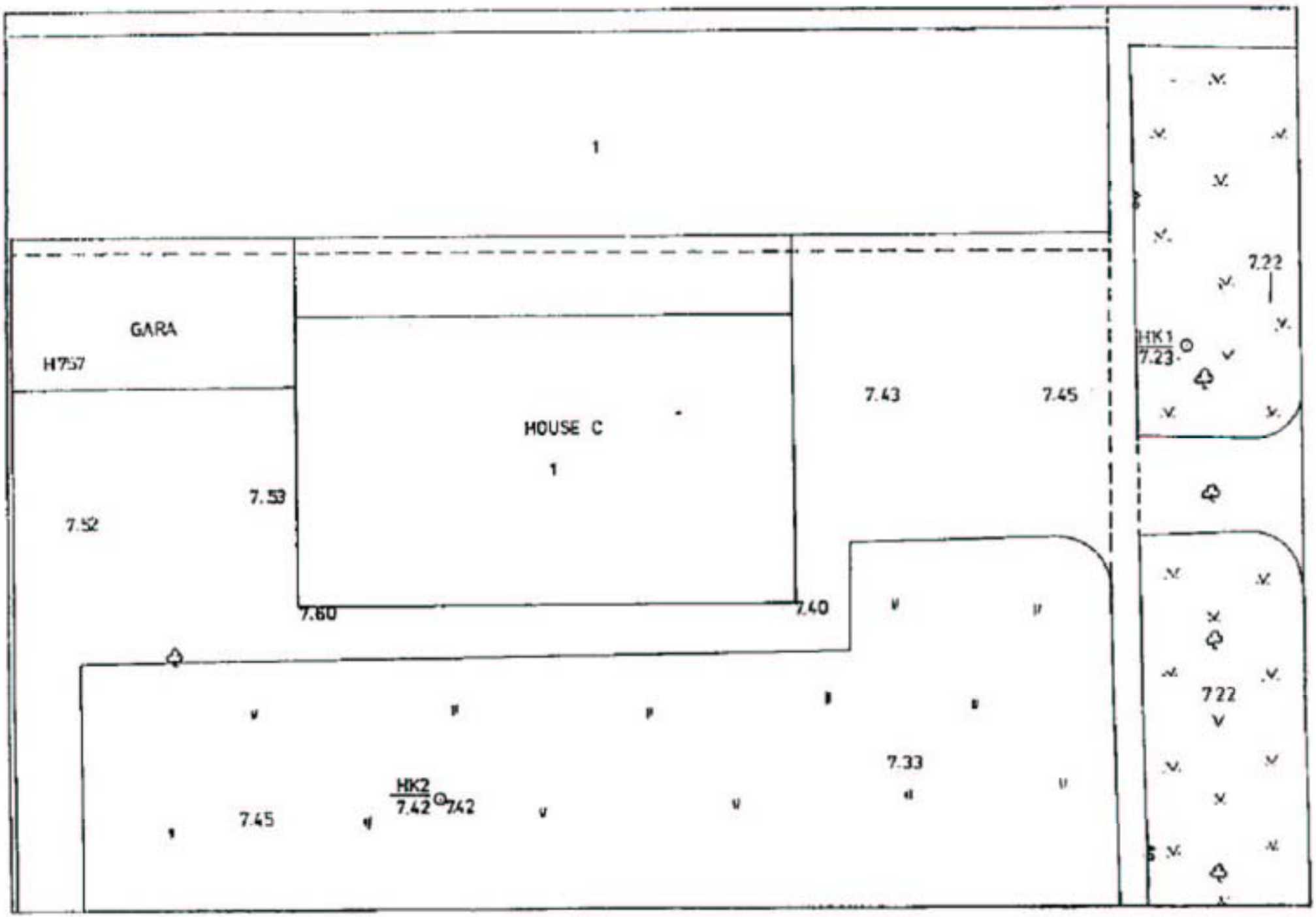
Layer 6: Dense to very dense , grey medium to coarse Sand with gravel.

* Recommendations

- Before the construction, layer 1 (made ground) must be removed.

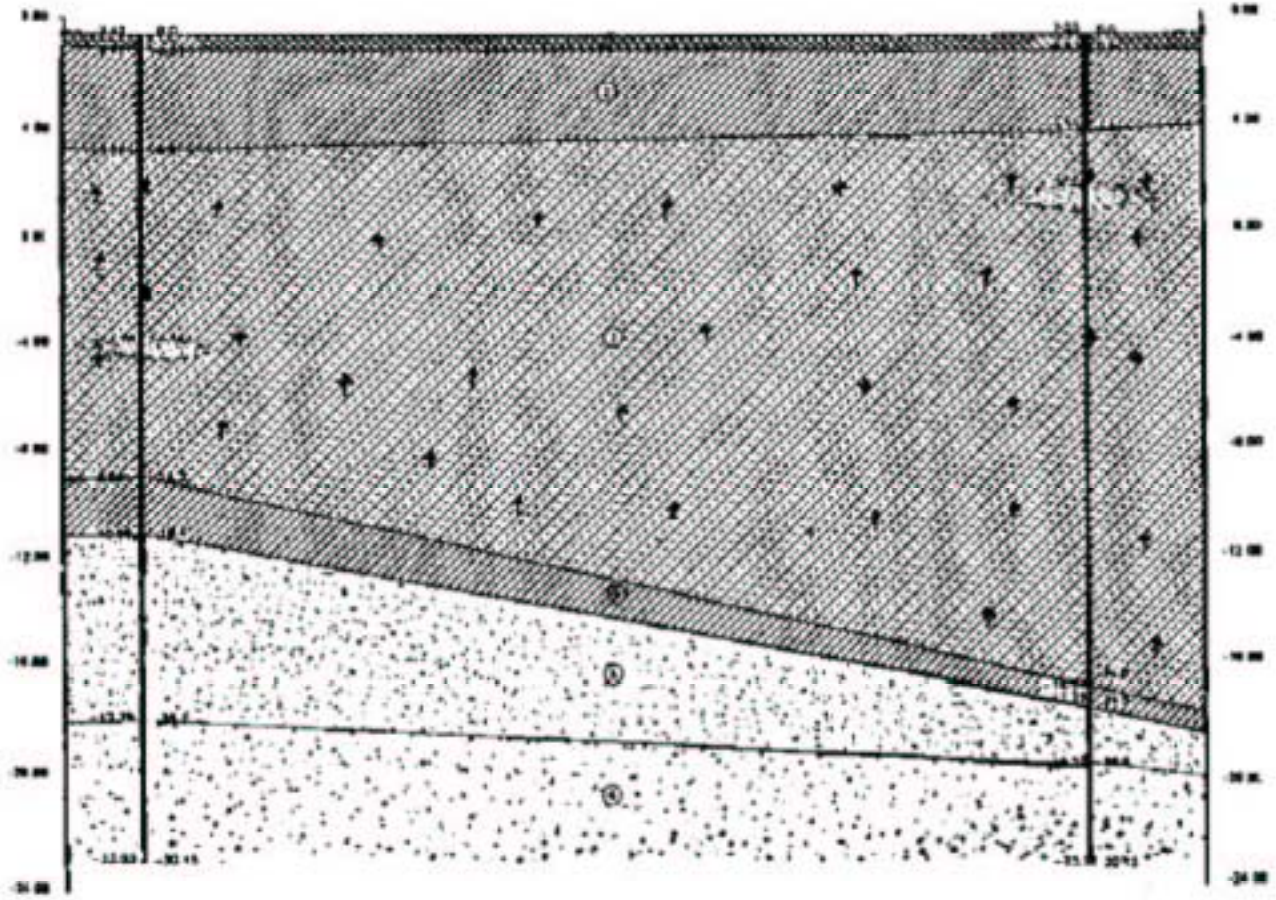
In the case of shallow foundation, layer 2 may serve as the foundation ground. But due to its small thickness, attention must be paid to the uneven settlement due to layer 3 (soft to firm organic Clay with thin lenses of fine Sand).

- Layers 4, 5, 6 may be used as load bearing layer. The selection of the appropriate load bearing layer depends on the load of the building. However, layer 6 is the best layer to be used as load bearing layer.


1
GARA
H757
HOUSE C
1
7.53
7.52
7.60
7.40
7.43
7.45
7.22
HK1
7.23
7.22
7.33
HK2
7.42
7.42
7.45

GEOTECHNICAL PROFILE

Horizontal scale : 1/500
Vertical scale : 1/200



Level - m	7.42	7.23
Borehole	BH2	BH1
Distance - m	35.00	

LEGEND

- Layer 1 - Made ground layer :Brown grey,yellow grey fat Clay containing construction wastes.
- Layer 2 - Firm to Stiff,grey brown,yellow grey fat Clay
- Layer 3 - Soft to firm ,brown grey,dark grey, spotted-blue Organic Clay with thin lenses of fine sand.
- Layer 4 : Firm to stiff,blue grey, fat Clay
- Layer 5 : Medium dense, ash grey,dark grey fine Sand with some small gravel.
- Layer 6 : Dense to very dense,grey medium to coarse Sand with gravel
- Undisturbed soil sampling points

A32

Summary table of SPT results

Appendix 4

Borehole HK1				Borehole HK2			
No	Depth (m)	Test results	N (Blow/30 cm)	No	Depth (m)	Test results	N (Blow/30 cm)
1	2.0 - 2.45	3 - 4 - 4 - 4	12	1	2.0 - 2.45	2 - 2 - 3 - 4	9
2	3.55 - 4.00	2 - 1 - 1 - 2	4	2	4.0 - 4.45	2 - 2 - 2 - 2	6
3	5.7 - 6.15	2 - 1 - 1 - 1	3	3	6.0 - 6.45	2 - 1 - 1 - 2	4
4	8.0 - 8.45	1 - 2 - 1 - 1	4	4	8.0 - 8.45	2 - 1 - 2 - 2	5
5	10 - 10.45	2 - 1 - 2 - 2	5	5	10.3 - 10.75	2 - 2 - 1 - 2	5
6	12.2 - 12.65	2 - 2 - 1 - 1	4	6	12.0 - 12.45	2 - 1 - 1 - 1	3
7	14.4 - 14.85	3 - 2 - 2 - 2	6	7	14.0 - 14.45	2 - 2 - 2 - 3	7
8	16.0 - 16.45	2 - 2 - 2 - 2	6	8	16.0 - 16.45	4 - 3 - 3 - 4	10
9	18.0 - 18.45	3 - 1 - 2 - 2	5	9	18.0 - 18.45	8 - 7 - 7 - 9	23
10	19.55 - 20.0	2 - 2 - 2 - 2	6	10	20.0 - 20.45	7 - 7 - 10-11	28
11	22.0 - 22.45	2 - 1 - 2 - 2	5	11	22.0 - 22.45	9 - 9 - 9 -10	28
12	24.0 - 24.45	5 - 4 - 3 - 4	11	12	24.0 - 24.45	9 - 7 - 7 - 8	22
13	26.0 - 26.45	6 - 7 - 7 - 8	22	13	26.0 - 26.45	11-11-12-13	36
14	28.1 -28.55	12-11-13-15	39	14	28.0 - 28.45	15-12-16-17	45
15	30.0 - 30.45	>50	50/20cm	15	30.0 - 30.45	12-14-15-16	45

BORING LOG

Project	VIET NAM - JAPAN HUMAN RESOURCE COOPERATION CENTER	Borhole No	HK1
Location	Foreign Trade University TL - DD - HN	Sheet No	01 of 01
Coordinates	X = ' 184567	Y = 144398	Date 17/5/99
Ground level (m)	7,23	Ground water depth (m) : 1,8	
Scale	1/200	Drilled By PECC1	Logged By Ta Van Ve

Elevation (m)	Depth (m)	Thinkness (m)	Symbols	Description	Depth (m)	Standard Penetration Test (SPT) Blows/15cm	Blows/10cm			N Value	Chart (0 10 20 30 40 50)	Sample
							n_1	n_2	n_3	n_4		
6,83	0,8	0,8		Filling Soil : Brown grey yellow greyClay with broken brick								
	2	2,9			2,00 -2,45	3	4	4	4	12		
3,73	3,0			Stiff,grey brown fat Clay	3,88 - 4,00	2	2	1	1	4		
	4											
	6				5,70 - 6,15	2	1	1	1	3		UD1 5,20 - 5,50
	8				8,00 - 8,45	1	2	1	1	4		
	10				10,00 - 10,45	2	1	2	2	5		
	12				12,20 - 12,66	2	2	1	1	4		UD 2 11,60 - 11,90
	14	20,5		Soft to firm,grey brown,grey black Organic Clay	14,40 - 14,85	3	2	2	2	6		
	16				16,00 - 16,46	2	2	2	2	6		
	18				18,00 - 18,45	3	1	2	2	5		
					18,55 - 20,00	2	2	2	2	6		
	22				22,00 - 22,45	2	1	2	2	5		
-16,77	24,0	-0,5		Firm to stiff,blue grey fat Clay	24,00 - 24,45	5	4	3	4	11		
-17,27	24,5	2,3		Medium dense,grey fine Sand with some small gravel	26,00 - 26,45	6	7	7	8	22		
-19,57	26,8			Dense to very dense medium to coarse Sand with gravel and cobble, increased for depth	28,10 - 28,55	12	11	13	16	39		
	28	3,65										
-23,22	30,45				30,00 - 30,45	21	25	25		>50		
	32											

Remarks

Borehole terminated at 30,45 m

Disturbed Sample (D)

Undisturbed Sample (UD)

PECC-1
LABOPATORY

LABORATORY TEST RESULY OF SOIL

PROJECT : VIET NAM - JAPAN HUMAN RESOURCE COOPERATION CENTER

Appendix - 5

No lab	Bore hole	Depth m	Particle size Analysis >19 mm	19.0 - 9.5 mm	9.50 - 4.75 mm	4.75 - 2.36 mm	2.36 - 0.425 mm	0.425 - 0.075 mm	0.075 - 0.005 mm	0.005 - 0.002 mm	<0.002 mm	Liquid limit W_L %	Plastic Limit W_p %	Plastic Index W_n %	Consistency B	Water Content W %	Unit Weight γ_w g/cm³	Dry unit Weight γ_d g/cm³	Specific gravity Gs g/cm³	Porosity n %	Void ratio e	Degree of saturation S %	Unconfined compression test q_u KG/cm²	Unconfined compression test S_u KG/cm²	Group symbol
1000	HK2	9.8 - 10.1					1.4	2.7	57.3	15.4	22.4	49.8	33.8	16.0	0.52	42.1	1.76	1.239	2.67	53.61	1.856	97	0.58	0.30	CL - organic clay
1001	HK2	5.0 - 5.3						18.4	40.6	12.5	28.2	44.0	31.2	12.8	0.52	37.8	1.75	1.253	2.70	53.5	1.851	89	0.64	0.32	OL - organic clay with sand
1002	HK1	11.6 - 11.9					1.6	2.1	53.7	16.5	26.1	46.1	32.5	12.6	0.53	40.2	1.77	1.263	2.71	53.48	1.147	95	0.60	0.30	CL - organic clay
1003	HK1	3.2 - 5.5						8.8	50.2	14.4	26.6	45.0	30.7	14.3	0.50	37.9	1.75	1.269	2.70	53	1.828	91	0.65	0.33	CL - organic clay

27th August 1999
Chief of Laboratory

Phan Viet An

Checked by

Tuong thi Chuoc

Reported by

Tran Thi Vang

A35

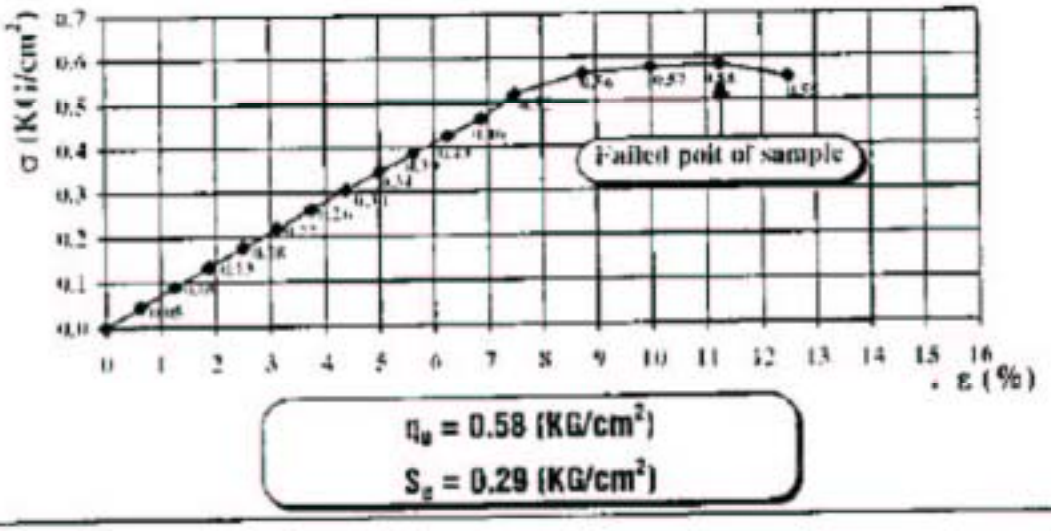
UNCONFINED COMPRESSION TEST

Project:	Vietnam-Japan Human Resource Cooperation Center	Test method:	ASTM-D2166-91
		Lab. No:	1000-1
Location:	Foreign Trade University-LT-DD-HN	Depth (m):	9.6-10.1
Borehole:	HK2	Type of sample:	Undisturbed
Test date:	18/8/99	Initial Moisture Content (%):	42.1
Initial Diameter (cm):	4.00	Wet Density (g/cm^3):	1.76
Initial Height (cm):	8.00	Dry Density (g/cm^2):	1.24
Initial Area (cm^2):	12.56	Specific Gravity (g/cm^3):	2.67
Initial Volume (cm^3):	100.48	Rate of Strain (mm/minute):	0.9

TEST DATA

Load Dial (div.)	Axial Load P (KG)	Strain Dial (div.)	Unit Strain ε (%)	Corrected Area A (cm^2)	Stress σ_c (KG/cm^2)	Shape of sample after failing
0	0	0	0	12.56	0.00	
1.5	0.6	50	0.625	12.64	0.05	
3.0	1.1	100	1.250	12.72	0.09	
4.5	1.7	150	1.875	12.80	0.13	
6.0	2.3	200	2.500	12.88	0.18	
7.5	2.9	250	3.125	12.97	0.22	
9.0	3.4	300	3.750	13.05	0.26	
10.5	4.0	350	4.375	13.13	0.30	
12.0	4.6	400	5.000	13.22	0.34	
13.5	5.1	450	5.625	13.31	0.39	
15.0	5.7	500	6.250	13.40	0.43	
16.5	6.3	550	6.875	13.49	0.46	
18.5	7.0	600	7.500	13.58	0.52	
20.4	7.8	700	8.750	13.76	0.56	
21.1	8.0	800	10.000	13.96	0.57	
21.7	8.2	900	11.250	14.15	0.58	
20.9	7.9	1000	12.500	14.35	0.55	

STRAIN - STRESS GRAPH



q_u = 0.58 (KG/cm^2)

S_u = 0.29 (KG/cm^2)

PECC - 1
Laboratory
****

PRATICLE - SIZ ANNALYSIS AND DETEMINATION OF SOIL CONTENT

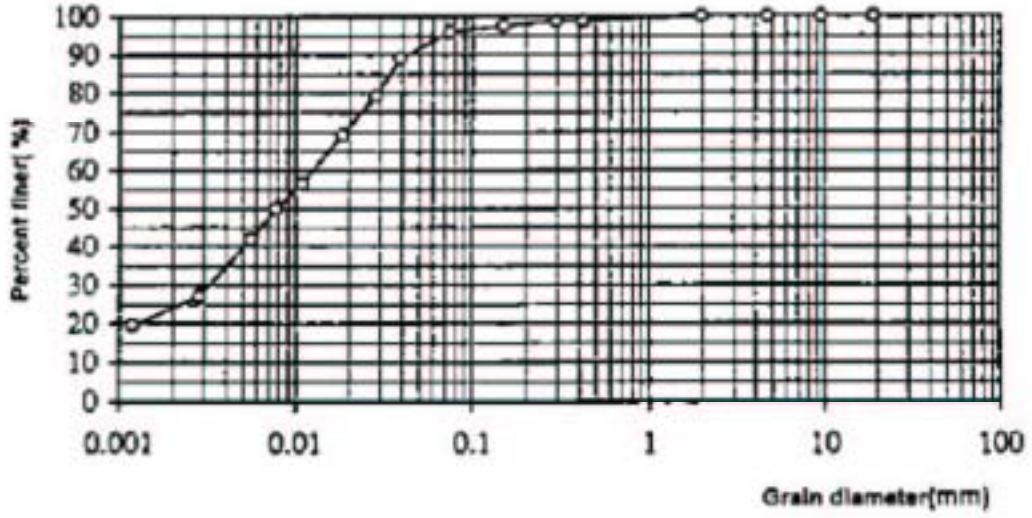
Project : Viet nam-Japan Human Resource Cooperation center
Location of project: Foreign trade University LT-ĐĐ-HN
Borehole HK2
Depth (m) 9.8-10.1
Number of test 1000
Date of test 18/8/99

Diam siev mm	Wt (g) retained	% retained	% Passing	
>37	0	0	100.0	
19	0	0	100.0	
9.5	0	0.0	100.0	
4.75	0	0.0	100.0	
2.36	0	0.0	100.0	
Total		0		

Total of mass			105
Specifice gravity			2.67
100-B			100.00
Temperature of water			31°
Dry of soil			49.1
K			3.26
Viscosity of water			0.00784
0.425mm	0.7	1.4	98.6
0.3mm	0.0	0.0	98.6
0.15mm	0.5	1.0	97.6
0.075mm	0.8	1.6	95.9

Elapsed time sec	Actual hyd read	Corr hyd read	Temp corr	Total cor.read	Effive depth L	Finer %	D mm	
60	22	24.9	2.4	27.3	10.73	88.8	0.0392	
120	19	21.9	2.4	24.3	11.22	79.1	0.0284	
300	16	18.9	2.4	21.3	11.70	69.4	0.0183	
900	12	14.9	2.4	17.3	12.36	56.4	0.0109	
1800	10	12.9	2.4	15.3	12.68	50.0	0.0078	
3600	7.5	10.5	2.4	12.9	13.09	41.9	0.0056	
15000	3	6.0	2.4	8.4	13.83	27.3	0.0028	38.7
86400	0.5	3.5	2.5	6.0	14.22	19.5	0.0012	23.4

37-19	19 - 9.5	9.5 - 4.75	4.75-2.36	2.36-0.425	0.425-0.075	0.075-0.005	0.005-0.002	<0.002
0.0	0.0	0.0	0.0	1.4	2.6	57.2	15.4	23.4



Checked by

Tested by

Tường Thị Chuốc

Nguyễn Thị Tuế

PECCI

LABORATORY

PLASTIC INDEX

Project: Viet nam-Japan Human Resource Cooperation center

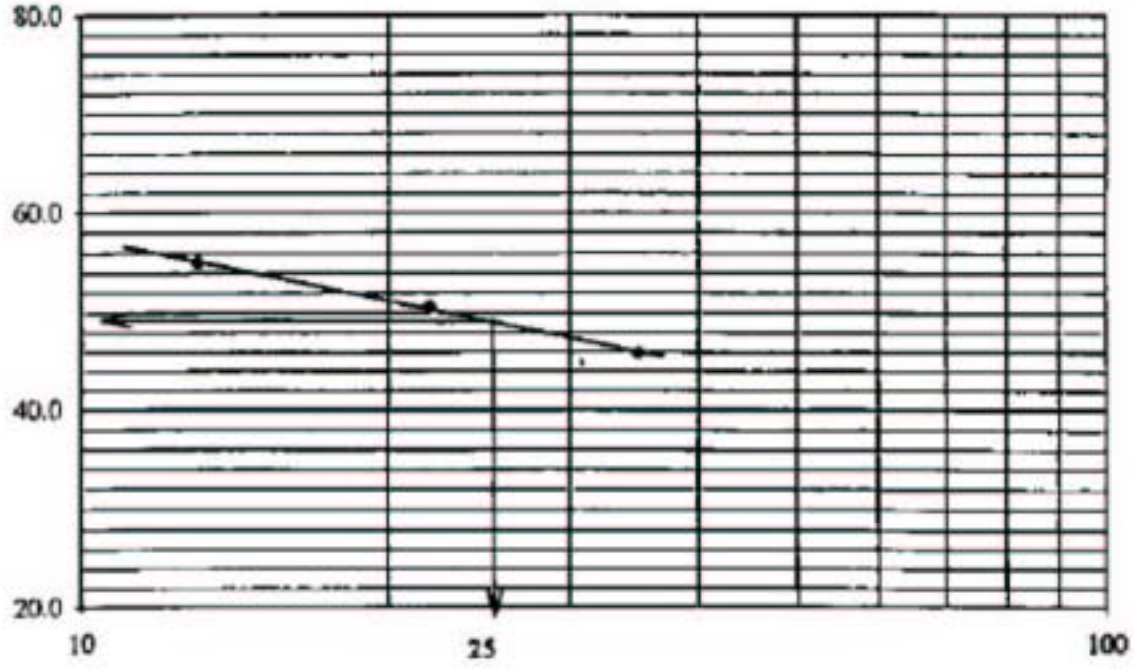
Location: Foreign trade University LT-ĐD-HN

Depth (m): 9.8-10.1

Lab. No: 1000

Borehole: HK2 Test date : 18/8/99

		Liquid limit (W_L)						Plastic limit (W_p)	
Blow No		13		22		35			
Tare No		320	813	581	472	581	472	928	907
Weigh (g)	Tare + wet soil	40.25	43.90	48.40	45.30	47.65	46.28	17.12	16.99
	Tare + dry soil	34.99	37.40	40.68	38.66	40.68	39.75	14.97	14.95
	Tare	25.49	25.53	25.48	25.47	25.52	25.47	8.53	9.00
	Moisture content	5.26	6.50	7.72	6.64	6.97	6.53	2.15	2.04
	Dry soil	9.50	11.87	15.20	13.19	15.16	14.28	6.44	5.95
Moisture content (%)		55.4	54.8	50.8	50.3	46.0	45.7	33.4	34.3
Average (%)		55.1		50.6		45.9		33.8	



W_L = 49.8 % W_p = 33.8 % Ip = 16.0 %

Checked by

Tường Thị Chuốc

Tested by

Hoàng Thị Thi

6.3 Topographic Survey Data

Attached hereafter is a part of topographic survey map over the FTU campus carried out by a Vietnamese survey company under a subcontract with the Study Team.

FOREIGN TRADE UNIVERSITY

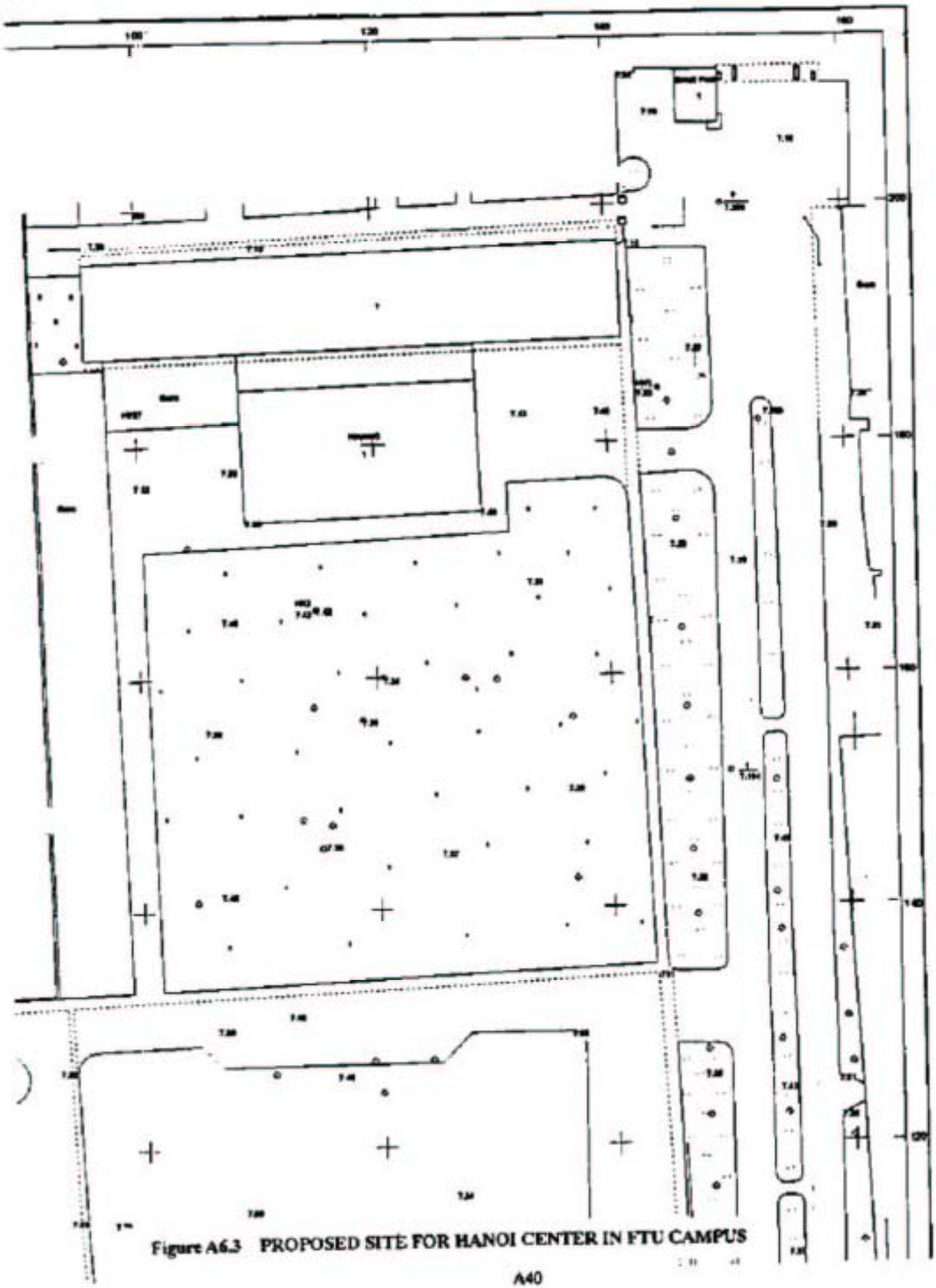


Figure A6.3 PROPOSED SITE FOR HANOI CENTER IN FTU CAMPUS

6.4 Proposed Business Courses

Attached hereafter are copies of the proposed business courses to be held at the Center in the Preliminary Survey Report which had been prepared by the Mission dispatched by JICA in January, 1999 for preliminary study of the Project.

BUSINESS COURSES PROPOSED BY JAPANESE SIDE

Bosiness Cours [Courses for training managers] -tentative

Course Title	Objective and Contents	Potential Applicants	Eligibility	Duration	Fee	The Numer to Be Admitted	Schedule	Planned Income
Basic Financial Accounting	This course is designed to introduce the participants to understanding fundamental principles of book-keeping, and mastering financial report preparation and its analysis.	The (potential) person in charge of finance.	The person with less than 3-year financial work experience.	1 week		30-40	1 week consecutive/ 2-week × times	
Basic Managerial Accounting	This course addresses tools managerial accounting, including evaluation of each department performance in the company. The participants will acquire the avility to conduct finacial strategies.	ditto	ditto	ditto				
Corporate Finance	This course is intended to study both project-based and corporate-based finance. The former focuses on understanding concepts and calculating IRR and NPV, and the latter covers mastering EBIT/EBDA calculation and cash flow preparation.	The (potential) financial manager conducting the other divisions	The person with more than 3-years financial work experience.	ditto				
Production Control	This course provides the study on theoretical and practical aspects of production planning and management. It coveres KAIZEN, quality control acitivities, production line control and innovation of new products.	The (potential) manager of production control.	The person with more than 3-year work experience in production	ditto				
Marketing	This course is designed to introduce the participants to the basic concepts and priacilles of markieting. It includes product positioning, design of marketing mix, innovation diffusion and product life cycle.	The (potential) manager of sales department.	The person with more than 2-year work experience at sales department.	ditto				
Business Computing	This course is designed to provide computer software knowledge and its operation skill. It includes application of word processor, spread sheet, presatation tools and Internet in accouting, production, management and marketing fields.	The (potential) person mastering application skill of computer software to finance and production control etc.	The person with basic skill of computer software operation.	ditto				
Introoductory Statistic	The aim of This course is to help students become informed and intelligent users of statistics. The course covers probability distributions, hypothesis testing and regression.	The (potential) user of statistics.	The person who needs statistics in business.	ditto				
International Business Law	This course is intended to introduce the participants to fundations of law related to international business. Main topics include issues of contractual and tort liabillity, the law defining rights in technology and technology tranfer, dispute resolution.	The (potential) person in charge of law and contract.	The person with basic knowledge of business law.	ditto				
Business Trade Practice	The participant will study selection of export and import goods, confirmation of trakeing regulation, selection of overseas trading artners, application for trade business, formation of trade contoract, preparation of L/C.	The (potential) person in charge of trading department.	The person with basic knowledge of trade.	ditto				
Organisation Bchavior	This course focuses on leadership styles and motivational strategies that are currently effective within different countries and are related to their stages and histories of economic development.	The potential manager.	The person with more than 3-year work experience.	ditto				
Japan Series (Special course)	This course is designed to introduce Japan's experience. The topic of the first years is "the Japan's financial system," and different topics will selected in following years.	ditto	The person with more than 3-years work experience.	ditto				

BUSINESS COURSES PROPOSED BY VIETNAMESE SIDE

BUSINESS COURSE *(training programs for executives and business practitioners)*

COURSE TITLE	OBJECTIVES AND CONTENTS	POTENTIAL APPLICANTS	ELIGIBILITY	DURATION	FEE	NUMBER OF PARTICIPANTS	SCHEDULE
1. Financial Accounting	The course is designed to provide participants with accounting tools for planning, control and decision making, financial policy analysis and planning, assets management, capital budgets, cost of capital and financial markets.	Executives and business practitioners	Interested and preferrably having at least	2-3 topics of 15 hours each		40-50	
2. Managerial Accounting	The course addresses tools for managerial accounting, including evaluation of each department performance in the company. The participants will acquire the ability to conduct financial strategies.	Executives and business practitioners	Ditto	2-3 topics of 15 hours each		40-50	
3. Corporate Finance	The course is intended to study both projyect-based and corporate-based finance, which includes understanding and applying such concepts as IRR and NPV, as well as ROE/ROA and cash flow.	Executives and business practitioners	Ditfo	3-4 modules of 15 hours each		40-50	
4. Production Control	This course provides the study on theoretical and practical aspects of production planning and management. It covers KAIZEN, QC activities, production line control and innovation of new products.	Executives	Ditto	2-3 topics of 15 hours each		40-50	
5. Marketing	This program provides learners with the intellectual and analytical tools needed to improve marketing skills and evaluate the effectiveness of marketing strategies. It also provides essential structure for formulating. and implementing effective marketing plans in ever changing markets. Contents include marketing as the philosophy of the company, data analysis and marketing	Executives and business practitioners	Ditto	4-5 topics of 15 hours each		40-50	

COURSE TITLE	OBJECTIVES AND CONTENTS	POTENTIAL APPLICANTS	ELIGIBILITY	DURATION	FEE	NUMBER OF PARTICIPANTS	SCHEDULE
	information systems, market segmentation and positioning, marketing mix, international co-operation and marketing strategy and corporate objectives.					40-50	
6. Internation at Business Law	The program is designed to introduce the participants to foundations of law related to international business. Main topics include issues of contractual and tort liability, laws defining rights and obligations in technology transfer and dispute resolution.	Executives and business practitioners	Ditto	2-3 topics of 15 hours each		40-50	
7. Business /Trade Practice	The program focuses on international trade and business regulations and documentation. Topics include select ion of overseas trading partners, formation of trade contracts, preparation of L/Cs and comparative analysis of trading systems and practices.	Executives and business practitioners	Ditto	4-5 topics of 15 hours each		40-50	
8. Human Resource Management	The course is designed to provide learners with such topics as building and changing corporate culture; locating and recruiting qualified personnet; motivating and rewarding employees; resolving conflicts at the workplace; team building in multicultural settings and developing comparative advantage through people.	Executives	Ditto	2-3 topics of 15 hours each		40-50	
9. Statistics and Applied Informatics	The course introduces modern statisitical decisison theory as applied to business. Topics include probabilistic models, decision making under uncertainty and Bayes decision rules.	Executives and business practitioners	Ditto	2-3 topics of 15 hours each		40-50	

COURSE TITLE	OBJECTIVES AND CONTENTS	POTENTIAL APPLICANTS	ELIGIBILITY	DURATION	FEE	NUMBER OF PARTICIPANTS	SCHEDULE
	The applied informatics contents cover topics of application of word processor, spreadsheet, presentation tools and Internet in accounting, production, management and marketing fields.						
10. Japan Series (Special course)	The course is designed to introduce Japan's experience. The topics cover Japan as a market as well as industry and market segments.	Executives and business practitio-ners	Ditto	4-5 topics of 3-9 hours each		40-50	
11. Market Informa-tion Seminars	The seminars provide learners with undated infombation on technological advancement, market developments and opportunities. The seminars focus on both Japanese and other regional markets.	Executives and business practitio-ners	Ditto	4-5 seminars of 3-6 hours each		60-80	

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(Collected Publications)

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